

Overview

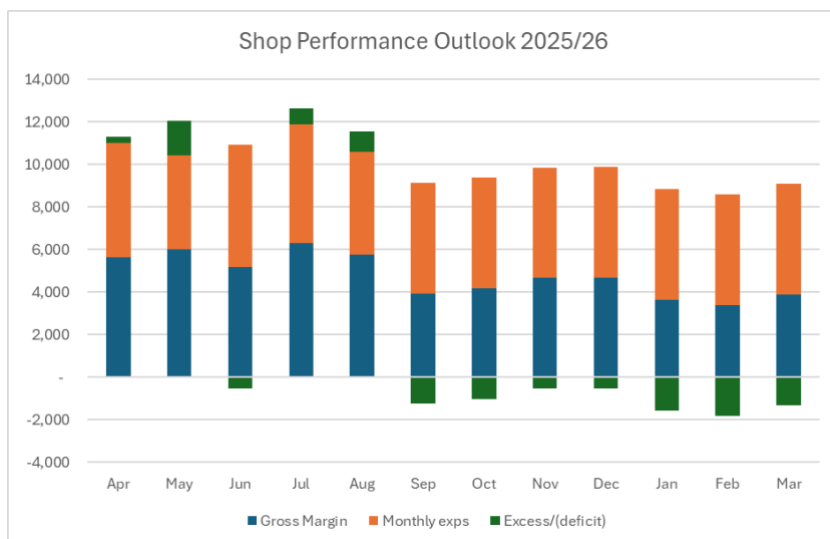
- As expected, we made a loss in the month of £805, partly due to one-off type of expenditure related to signage for the van and shop of c£400. Had our revenue not been c£1k lower than last September we would have broken even.
- Gross margin in the month fell to 22% from 25%. This may be because we have sold more lower margin goods this month, or possibly that we have not moved our selling prices in line with increased cost to us. It would be worth checking how products are set up in the till – if it is cost plus a margin % then this wouldn't be an issue.
- If sales revenue continues to track last year, and if our margin returns to 25% and our expenses at our average YTD of £5.2k per month, then we will continue to see monthly losses from October through to the end of our financial year. This would mean a loss before depreciation for the year ended 31.03.26 of c£6k. **See the outlook chart below.**
- If sales revenue follows the September trend of 7% down on last year and margin remains at 22% we would make a loss before depreciation of c£9k for the year to 31.03.26.
- Quarterly VAT return to 30.09 has been submitted to HMRC we owe £1,625.09 bank transfer set up for payment 21/10. Quarterly payroll taxes of £1,100.55 will be paid via dd on 24/10. Both amounts are accrued for in the September accounts so this is only a cashflow impact.

Performance v Forecast

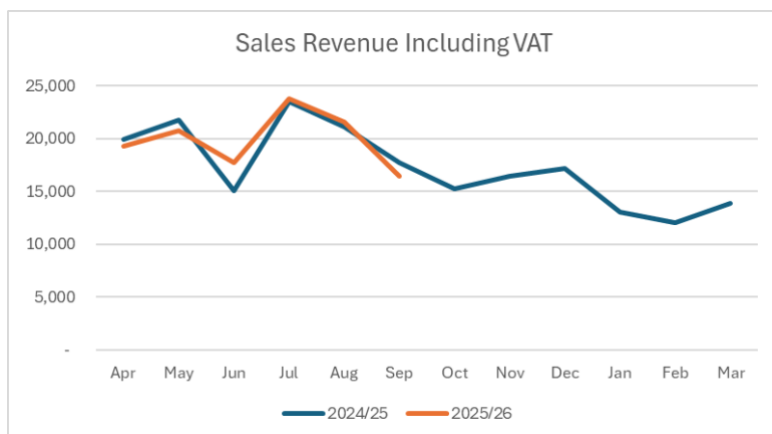
	MONTH		YEAR TO DATE	
	FORECAST £	ACTUAL £	FORECAST £	ACTUAL £
	Year 2	Sep	Year 2	Sep
Interest Income	-	-	-	-
PO/other Income	1,417	1,674	8,500	9,914
Sales	15,000	16,819	90,000	106,959
Total Income	16,417	18,493	98,500	116,873
Stock Purchase	12,000	13,048	72,000	80,401
Expenses	4,740	6,250	28,442	31,531
Profit/ -Loss	- 324	- 805	- 1,942	4,941
GM	20%	22%	20%	25%

- The forecast numbers are year 2 from the Invitation to Buy Community Shares booklet.
- The actual numbers are draft management accounts that include accrued income and some accrued expenditure but do not include depreciation

Shop Performance Outlook for the remainder of 2025/26



Sales Revenue Comparison v Last year



	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
2024/25	19,913	21,769	15,070	23,487	21,072	17,700	15,254	16,442	17,184	13,037	12,048	13,870
2025/26	19,231	20,735	17,669	23,731	21,569	16,453						

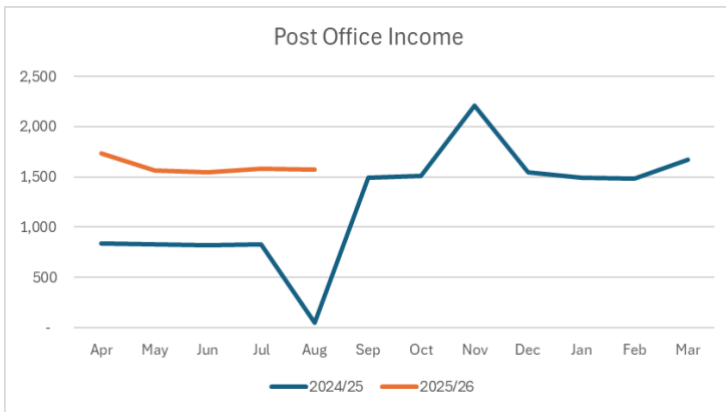
- Sales revenue excluding VAT is £1,160 lower than last September. The main areas where revenue has dropped are:

Vatable Ex VAT	2024	2025	£ Change	% Change
Drinks	894	665	-229	-26%
Frozen	344	179	-165	-48%
Hot food	136	28	-108	-79%
Snacks	475	315	-160	-34%
Tobacco	2,317	2,231	-86	-4%
Total	4,166	3,418	-748	-18%
		0		
Zero VAT	2024	2025	£ Change	% Change
Chiller	2,787	2,649	-138	-5%
Frozen	349	307	-42	-12%
Groceries	3,843	3,337	-506	-13%
News/Mags	109	-	-109	-100%
Total	7,088	6,527	-561	-8%
Grand Total	11,254	9,945	-1,309	-12%

The main areas where revenue has increased:

Vatable Ex VAT	2024	2025	£ Change	% Change
Alcohol	2,652	2,723	71	3%
Unclassified	40	328	288	720%
Total	2,692	3,051	359	13%
		0		
Zero VAT	2024	2025	£ Change	% Change
Snacks	108	165	57	53%
Unclassified	10	56	46	460%
Total	118	221	103	87%
Grand Total	2,810	3,272	462	16%

PO Revenue Comparison v Last year



- Apr-Aug 2024 we were being paid a % of income by L Cook. August was low because the PO was down for a prolonged period.
- Payments are made in arrears; we won't know our September payment until it is paid at the end of October

	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
2024/25	840	824	821	824	49	1,490	1,508	2,211	1,547	1,492	1,485	1,669
2025/26	1,731	1,564	1,547	1,578	1,574							